

Message Text

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12

ACTION EB-07

INFO OCT-01 AF-06 ISO-00 COME-00 USIA-06 /020 W

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R 031514Z MAR 75

FM AMEMBASSY KINSHASA

TO SECSTATE WASHDC 1556

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E.O. 11652: GDS

TAGS: BEXP, CG

SUBJECT: FY 1976/77 COUNTRY COMMERICAL PROGRAMS

REF: STATE A9106, KINSHASA 1550

1. FOLLOWING IS AN ANNEX TO KINSHASA 1550:

PROJECT WORKSHEET 1: INCREASE U.S. SHARE OF PROCUREMENT
FOR ZAIRIAN AIRPORT IMPROVEMENT PROJECTS.

PROJECT: MANAGER: O.B. ELLISON

PROJECT STATEMENT: ZAIRE IS GIVING HIGH PRIORITY TO A
PROGRAM TO MODERNIZE SOME 44 AIRPORTS IN THE COUNTRY WITH
SOME 25 OF THESE AIRPORTS DUE TO RECEIVE EQUIPMENT IN THE
EARLIER STAGES. PHILIP'S HAS ALREADY RECEIVED A 20 MILLION
DOLLAR CONTRACT TO PROVIDE MUCH OF THIS EQUIPMENT, BUT
KNOWLEDGEABLE SOURCES CONTENT THAT PHILIPS IS UNABLE TO
SUPPLY MUCH OF THIS MATERIAL DIRECTLY AND PERFORCE MUST
TURN TO OTHER SUPPLIERS. ADDITIONALLY, GOZ REPRESENTA-
TIVES WILL LIKELY HAVE A ROLE IN SPECIFYING THE
EQUIPMENT TO BE PURCHASED, PEINDING THE AVAILABILITY OF
FOREIGN EXCHANGE.

ACTIONS

BY MARCH 30

1. OBTAIN SCHEDULE FOR PLANNED AIRPORT IMPROVEMENTS.
2. IDENTIFY SPECIFIC EQUIPMENT NEEDED.
3. OBTAIN, IF POSSIBLE, DATA ON EXISTING CONTRACTS

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AND COMMITMENTS AND IDENTIFY THOSE AREAS WHERE

U.S. SUPPLIERS WOULD BE COMPETITIVE.

BY JUNE 31

1. BRING TOGETHER KEY MEMBERS OF REGIE DES VOIES
AERIENNES TO BRIEF ON UP-COMING TRADE MISSION.

2. SHOW USIA PRODUCT VIDEO TAPE (FRENCH LANGUAGE)
ON AVIONIC AND GROUND SUPPORT EQUIPMENT.

3. NOMINATE LEADER GRANTEE IN AVIATION SUPPORT
EQUIPMENT FIELD TO VISIT US AND DISCUSS NEW
HARDWARE, OBSERVE INSTALLATION/OPERATION IN
REPRESENTATIVE SAMPLE OF SMALL AND MEDIUM-SIZE
AIRPORTS.

2. FOR THE FY 77 PROGRAM EMBASSY SUGGEST INCLUSION OF
FOOD PROCESSING AND PACKAGING EQUIPMENT AND POSSIBLY WATER
PURIFICATION AND POLLUTION CONTROL EQUIPMENT CAMPAIGN.

3. COMMENCING WITH THE 2ND QUARTER NEWLETTER USIA WILL
UPDATE FORMAT AS WELL AS PUBLISH COMMERCIAL NEWSLETTER
THIS WILL MAKE A SIGNIFICANT IMPROVEMENT IN THE ATTRAC-
TIVENESS AND READIBILITY OF THE PUBLICATION.
HINTON

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